



FIELD COACHING REPORTS

COACHING FOR SKILL, BEHAVIOR, AND PERFORMANCE IN THE FIELD



SARTO'S PHILOSOPHY

is driven by our mission to provide tailored solutions that will grow your business by developing your people through effective management training, leadership development, and coaching.

DESCRIPTION:

The **FCR workshop** helps managers strengthen field coaching by moving beyond task-focused recaps to actionable, behavior-based feedback. Participants will learn a clear framework for what to observe, how to document insights, and how to coach in a way that improves performance over time. This session also introduces a consistent approach for identifying gaps in expectations, skill, and motivation to support development conversations.

**FIELD COACHING BEGINS WITH
OBSERVING WHAT MATTERS**

LEARNING OUTCOMES:

- Improve **coaching quality** and effectiveness through **Field Coaching Reports**
- Apply a **consistent approach** to measuring **field performance**
- Use a **foundational framework** to write **clear, actionable reports**
- Identify whether performance issues stem from **expectations, skills, or motivation**
- Establish a **common language** for consistency across **managers**

BENEFITS TO THE ORGANIZATION:

- Strengthens **coaching quality** and **consistency** across field leadership
- Improves **performance conversations** and accelerates **development**
- Creates clearer **documentation** of field **behaviors and coaching actions**
- Builds alignment in **expectations, standards, and accountability**

